

Board Meeting

September 22, 2020



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

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OPENING

OPENING

- **Call to Order**
- **Roll Call**
- **Public Comment**



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ACTION ITEM

- **June 23, 2020 Minutes**
- **Regional Council Chair Resolutions**



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NEW BUSINESS

ACTION ITEM

- **Update Board Policy #11 Modified Per Capita Match Requirements**



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ECONOMIC RESILIENCE AND RECOVERY PROGRAM

- Created in April 2020 to help mitigate the economic impact of the pandemic
- Converted \$14.6M of statewide competitive funds to special purpose
- Each region was given access to up to \$1.0M with \$5.6M reserved for projects with the potential for statewide impact
- Fast Access review process accelerated access to these funds
- Traded sector focus as well as locally-traded sectors as identified by Regional Councils
- Since then, the program has supported 25 projects and deployed more than \$6.0M for regional efforts related to the pandemic
- Unobligated funds will be returned to the statewide fund (April 2021 unless extended by the Board)

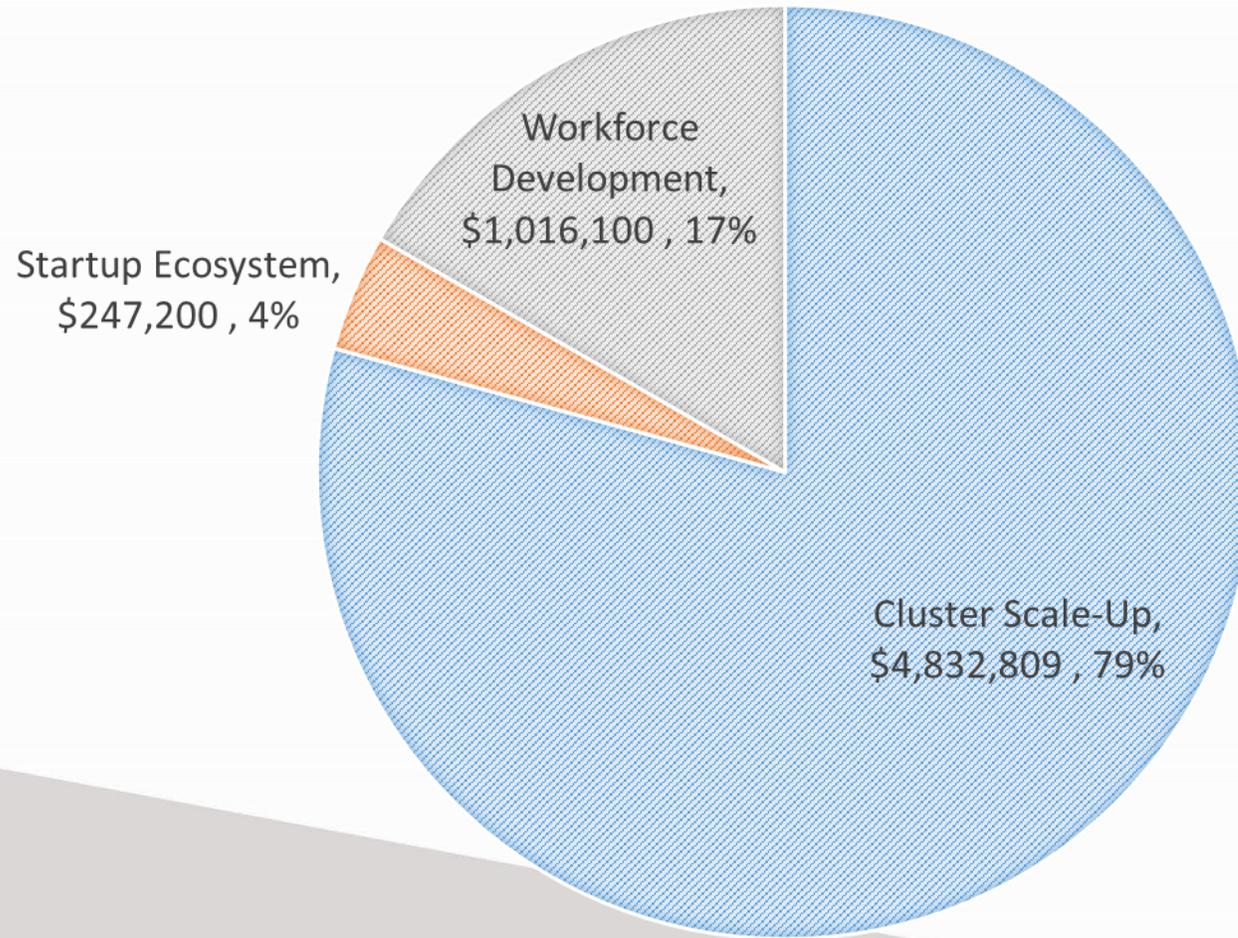
ECONOMIC RESILIENCE AND RECOVERY PROGRAM

Focus resources on actionable strategies that expand or build needed capacity and that support sustaining and expanding firms in targeted traded industry clusters and/or highly-impacted locally traded sectors as identified by the regional councils.

ECONOMIC RESILIENCE AND RECOVERY GRANTS BY INVESTMENT TYPE



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CLUSTER SCALE UP

“...By working with these companies to grow and retain them – through specific initiatives such as business mentoring, increased access to capital, enhancing access to new customers and suppliers, and other scale-up activities – Virginia’s regions have the opportunity to significantly enhance their economic prospects.”

Source: Board Guidance: Areas of Opportunity for Future GO Virginia Funding; December 11, 2018

CLUSTER SCALE UP

Region 1

- Perseverance
- Farmer Pipeline: Maintaining the Supply Chain by Growing Farmers

Region 2

- New River Valley Business Continuity Team

Region 3

- Operation Last-Mile: Critical Drone Delivery Testing
- Bridge to Recovery

Region 4

- ForwardRVA

Region 5

- 757 Recovery and Resilience Action Framework

Region 6

- Middle Peninsula Seafood & Agriculture E-Marketplace Development
- Telehealth Needs Assessment

Region 7

- Region Back to Work Website and Info Program
- Pivoting Technology Businesses for the Post COVID-19 Economy

Region 8

- Reopening Staunton Augusta Winchester
- SBDC Small Business Resiliency Teams

Region 9

- Project Rebound
- Crafting a New Normal

STATEWIDE

- Retooling Manufacturers for Strategic Industries

START UP ECOSYSTEM

Region 2

- Pivot and RAMP Up

Region 4

- Idea Factory

Region 7

- Back to Work: Back to Innovation Video Series

“...refers to activities that foster the necessary elements of a thriving startup culture and “entrepreneurial ecosystem” in each region. ...In short, GO Virginia could be a catalyst to facilitate the development of the fundamental building blocks of such an effort, or to enhance the ones already in place that may lead to new, growing industry clusters and aligned with the broader needs and opportunities identified in the updated regional growth and diversification plans.”

Source: Board Guidance: Areas of Opportunity for Future GO Virginia Funding; December 11, 2018

WORKFORCE DEVELOPMENT

Region 2

- Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing
- VT Workforce Training, COVID-19 Response

Region 4

- Demand+Supply=Success: Virtual Connections for Businesses and Jobseekers

Region 6

- Westmoreland Workforce Training Center Extension

Region 7

- Steps to Safely Reopen the Economy: Launch of New Rapid COVID-19 Diagnostic Testing, Contact Tracing, and Stress Assessment of Northern Virginia Nurses During the COVID-19 Pandemic

Region 9

- Project Reconnect

“...This focus is timely because the needs are multifaceted and pressing. They include (i) aligning Virginia talent with current and prospective job opportunities, (ii) adapting education and training programs to meet current and prospective Virginia business needs, and (iii) attracting and retaining needed talent from outside Virginia.”

Source: Board Guidance: Areas of Opportunity for Future GO Virginia Funding; December 11, 2018

ECONOMIC RESILIENCE AND RECOVERY PROGRAM

Region	Type	Original Allocation	Funds Awarded or Obligated	Unobligated Funds
1	ERR Regional	\$ 1,000,000.00	\$ 199,996.00	\$ 800,004.00
2	ERR Regional	\$ 1,000,000.00	\$ 797,200.00	\$ 202,800.00
3	ERR Regional	\$ 1,000,000.00	\$ 1,000,000.00	\$ -
4	ERR Regional	\$ 1,000,000.00	\$ 230,600.00	\$ 769,400.00
5	ERR Regional	\$ 1,000,000.00	\$ 100,000.00	\$ 900,000.00
6	ERR Regional	\$ 1,000,000.00	\$ 163,000.00	\$ 837,000.00
7	ERR Regional	\$ 1,000,000.00	\$ 300,000.00	\$ 700,000.00
8	ERR Regional	\$ 1,000,000.00	\$ 131,813.00	\$ 868,187.00
9	ERR Regional	\$ 1,000,000.00	\$ 223,500.00	\$ 776,500.00
	Statewide	\$ 5,600,000.00	\$ 2,950,000.00	\$ 2,650,000.00
Program Total		\$ 14,600,000.00	\$ 6,096,109.00	\$ 8,503,891.00

Since April, the program has funded 25 project and obligated 42% of the total funds allocated for the effort.



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REALLOCATION REQUEST

ACTION ITEM

- **Region 2 request to reallocate Per Capita funds to ERR Program**



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VIRGINIA VIRTUAL WORKFORCE

- **Lead Region:** Region 4
- **Partnering Region:** Region 5
- **Investment Strategy:** Workforce Development
- **Goal:** To identify “common pain points” for Virginia manufacturers, to implement solution-based training programs into college and dual enrollment degrees using Augmented Reality and Virtual Reality and simulation to target 5,000 students, and engage manufacturers in using their content instruction and Virginia Virtual Workforce to design and develop state of the art training.
- **Outcomes:**
 - 495 graduates in year 3 generating \$3.66M in state revenue
 - 1,185 graduates in year 5 generating \$15.24M in state revenue

- **Funding:**
 - Total Request: \$1,500,000
 - Match: \$1,500,000
 - Local Match: \$301,512
 - Additional Leverage: \$1,251,232
 - Total Budget: \$4,251,232



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PER CAPITA APPS

PER CAPITA FUNDING

- **11 proposals submitted**
- **5 out of 9 regions participated**
 - **7 Workforce Development and 4 Infrastructure & Site Development**
- **Total Request: \$7,715,469**
- **Total Match: \$15,458,180**
- **Includes \$9,636,860 Local Match**

UWSVA – IGNITE TECH TALENT PIPELINE

- **Investment Strategy:** Workforce Development
- **Goal:** To develop a talent pipeline that increases the number of graduates from high school, community college, and college ready to work in IT jobs in the region to meet the forecasted 10 year demand.
- **Outcomes**
 - 165 internships in 3 years
 - 385 internships in 5 years

- **Funding:**
 - Total Request: \$1,382,113
 - Match: \$1,391,725
 - Local Match: \$255,000
 - Total Budget: \$2,773,838

WILLIAM KING MUSEUM OF ART – DIGITAL WORKFORCE DEVELOPMENT

- **Investment Strategy:** Workforce Development
- **Goal:** To develop a Digital Art Laboratory to provide a novel approach to digital design training. Students will have access to learn on the most current designer software and 3-D prototyping equipment available.
- **Outcomes**
 - 105 students trained
 - 60 students achieve ACA credentials
 - 60 students hired by local companies

- **Funding:**
 - Total Request: \$70,910
 - Match: \$75,735
 - Total Budget: \$146,645

EXPERIENTIAL LEARNING IN TECH EMPLOYMENT (ELITE) INTERNSHIP PROGRAM

- **Investment Strategy:** Workforce Development
- **Goal:** To provide internship opportunities to students earning a software developer degree at a regional 4 year university and connect them with small based technology companies.
- **Outcomes**
 - 57 internships completed over 2 years

- **Funding:**
 - Total Request: \$290,000
 - Match: \$162,000
 - Total Budget: \$452,000

HAMPTON ROADS WORKFORCE COUNCIL TALENT PIPELINE IMPLEMENTATION PROJECT

- **Investment Strategy:** Workforce Development
- **Goal:** To generate a targeted talent pipeline for the maritime industry in Hampton Roads.
- **Outcomes**
 - 3,300 full time jobs created
 - 15% increase in on-the-job OJT training
 - 15% increase in Incumbent Worker Training (IWT)
 - New training program for 3 maritime employers and 1 new training provider

- **Funding:**
 - Total Request: \$663,696
 - Match: \$332,000
 - Total Budget: \$995,696

VIRGINIA AUTONOMY WORKFORCE AND ECONOMIC DEVELOPMENT PROGRAM

- **Investment Strategy:** Workforce Development
- **Goal:** To conduct research, education, training, workforce development, and economic development in Air-Sea-Land Unmanned Systems and Autonomous Traffic Management (UTM), including Urban/Advanced Air Mobility (UAM/AAM) and related Artificial Intelligence/Machine Learning (AI/ML) principles.
- **Outcomes**
 - 500 direct jobs created
 - 1750 indirect jobs created

- **Funding:**
 - Total Request: \$1,500,000
 - Match: \$1,550,360
 - Local Match: \$393,000
 - Additional Leverage: \$2,800,259
 - Total Budget: \$5,850,619

GERMANNA COMMUNITY COLLEGE TECH TALENT PIPELINE

- **Investment Strategy:** Workforce Development
- **Goal:** To provide a continuous supply of qualified individuals entering engineering, information technology, computer science, and cyber related professions in the Fredericksburg region.
- **Outcomes:**
 - 100 full time jobs created
 - 150 certificates earned
 - 200 students enrolled
 - 50 in-school programs with 300 participants
 - 20 teachers certified
 - 100 summer camp participants

- **Funding:**
 - Total Request: \$634,938
 - Match: \$398,000
 - Total Budget: \$1,032,938

GOVERNOR'S HEALTH SCIENCES COMMUNITY MEDI-CORPS PROGRAM

- **Investment Strategy:** Workforce Development
- **Goal:** To create a sustainable pipeline for the health and life science workforce in Region 7.
- **Outcomes:**
 - 40 new jobs created
 - 150 internships completed
 - 170 students trained
 - 85% credentials/certifications awarded

- **Funding:**
 - Total Request: \$700,000
 - Match: \$1,143,000
 - Additional Leverage: \$521,181
 - Total Budget: \$2,364,181

LONESOME PINE RIFA PROJECT INTERSECTION

- **Investment Strategy:** Infrastructure and Site Development
- **Goal:** To develop and repurpose a former 188 acre mine site in Norton to provide four site-ready pad locations to include associated infrastructure, site-work, access roads, and amenities.
- **Outcomes**
 - 4 pad-ready industrial building sites
 - 300 jobs in 3 years
 - 500 jobs in 5 years

- **Funding:**
 - Total Request: \$485,000
 - Match: \$1,417,400
 - Additional Leverage: \$7,450,000
 - Total Budget: \$9,352,400

AMHERST LYH SITE READINESS

- **Investment Strategy:** Infrastructure and Site Development
- **Goal:** To advance a portfolio of 6 existing commercial/industrial sites along the site readiness scale to at least Tier 3 on the Virginia Business Readiness Scale (VBRSP).
- **Outcomes**
 - 240 acres moved along VBRSP's Tier 3 scale
 - 26 acres moved along VBRSP's Tier 5 scale

- **Funding:**
 - Total Request: \$366,572
 - Match: \$176,900
 - Local Match: \$176,900
 - Total Budget: \$543,472

HAMPTON ROADS ECONOMIC DEVELOPMENT SITES READINESS PROGRAM

- **Investment Strategy:**
Infrastructure and Site Development
- **Goal:** To advance a portfolio of 3 existing sites along the site readiness scale to a Tier 4 Virginia Business Ready Scale (VBRSP).
- **Outcomes**
 - 495 acres moved along VBRSP's Tier 4 scale

- **Funding:**
 - Total Request: \$1,122,240
 - Match: \$8,056,960
 - Local Match: \$8,056,960
 - Total Budget: \$9,179,200

NORTHERN VIRGINIA BIOSCIENCES CENTER

- **Investment Strategy:** Infrastructure and Site Development
- **Goal:** To develop a 30,000 square foot level 2 wet lab.
- **Outcomes:**
 - 40 retained
 - 60 jobs created
 - Construction of 30,000 sq. ft. Class A BSL 2 research facility building

- **Funding:**
 - Total Request: \$500,000
 - Match: \$755,000
 - Local Match: \$755,000
 - Additional Leverage: \$13,778,823
 - Total Budget: \$15,033,823



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VIRGINIA SBDC CASH MATCH CY2020-2021

- **Lead Region:** Region 7
- **Partnering Region:** Regions 1, 3, 6, 8, 9
- **Investment Strategies:** Workforce Development
- **Goal:** To provide up to \$1,000,000 to ensure the Virginia SBDC Network can satisfy the required 50% cash match in order to access the full amount of SBA funding available (\$3,240,470) to Virginia and expand SBDC services for small businesses.
- **Outcomes:**
 - 4,000 businesses served
 - 2,258 jobs retained
 - 1,600 jobs created
 - 5,400 individuals receiving training
 - 260 new business starts
 - \$56,130,000 in new capital investment

- **Funding:**
 - Total Request: \$1,000,000
 - Match: \$600,000
 - Local Match: \$600,000
 - Additional Leverage: \$1,527,759
 - Total Budget: \$1,600,000



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NEW RIVER VALLEY COVID-19 BUSINESS CONTINUITY TEAM

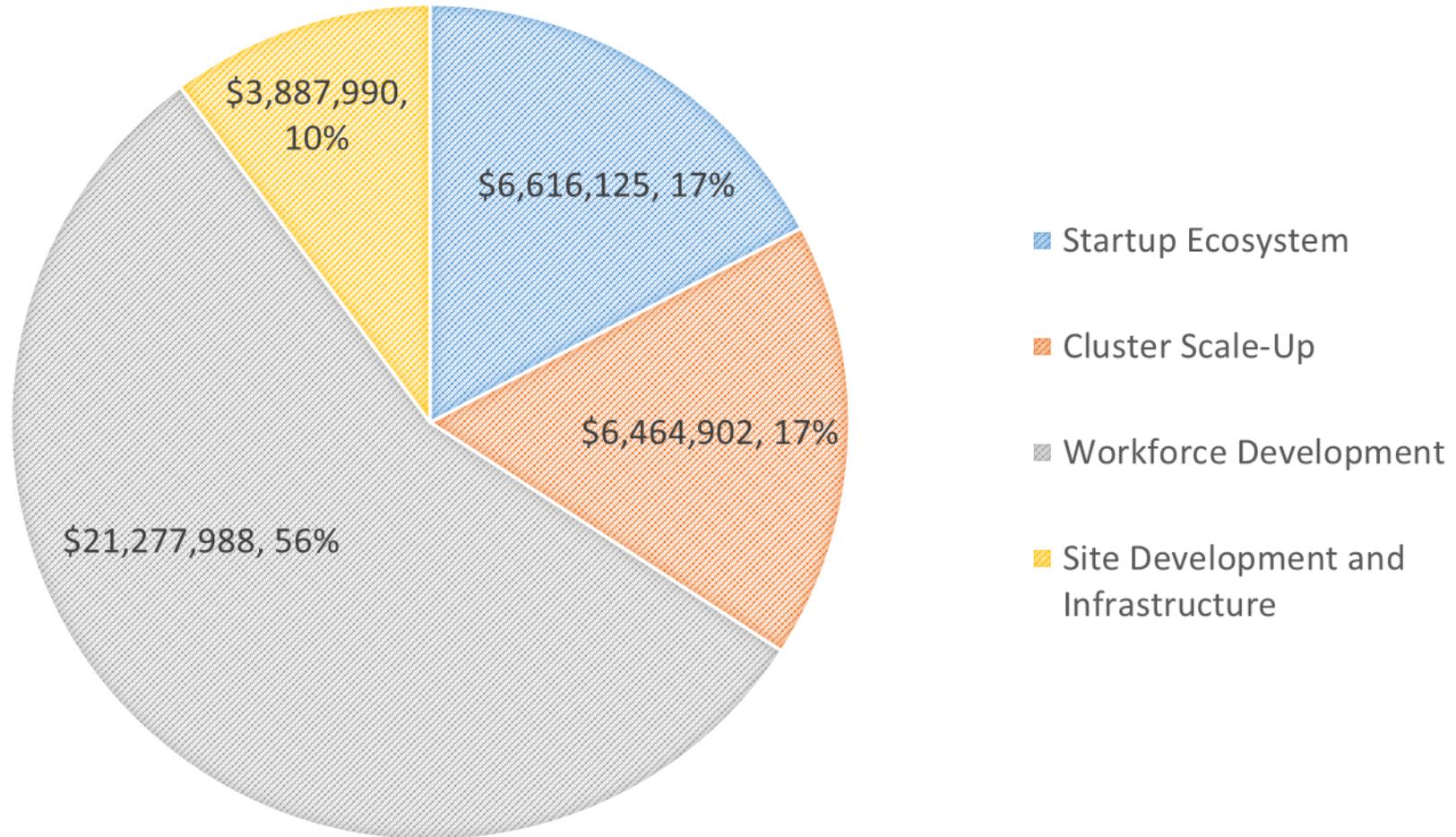
- **Investment Strategy:** Cluster Scale Up
- **Goal:** To provide employers impacted by COVID-19 with 24/7 technical assistance from the Business Continuity Team (BCT) related to public relations and messaging, facility cleaning, and certification of best practices and coordination of on-site testing.
- **Outcomes**
 - # firms receiving marketing information
 - # of firms utilizing BCT services
 - # of firms receiving certification
 - # of jobs retained

- **Funding:**
 - Total Request: \$250,000
 - Match: \$125,000
 - Local Match: \$125,000
 - Additional Leverage: \$450,000
 - Total Budget: \$875,000

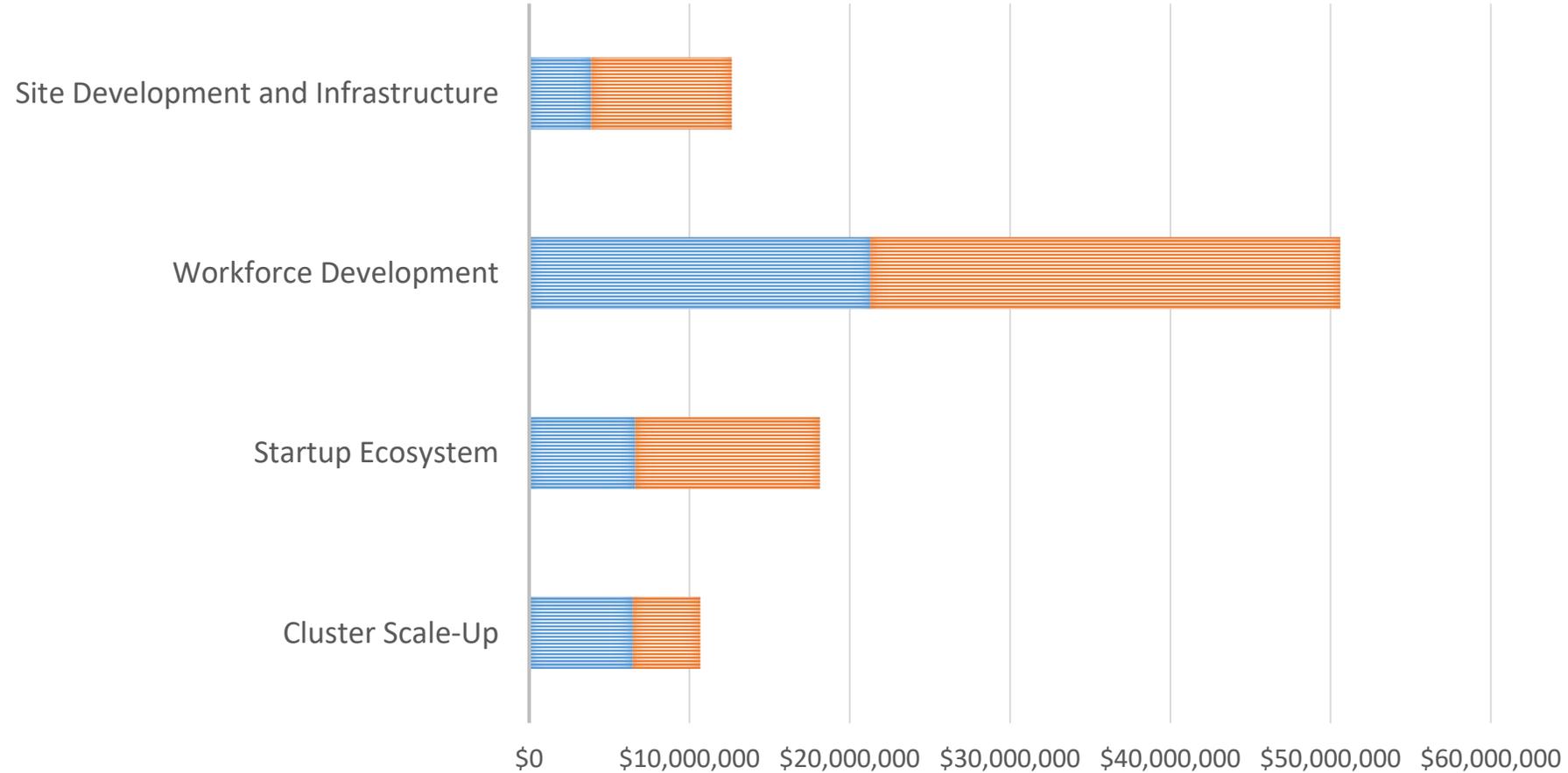


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GO VIRGINIA GRANT AWARDS BY INVESTMENT STRATEGY



GO VIRGINIA AWARDED FUNDS AND COMMITTED MATCH



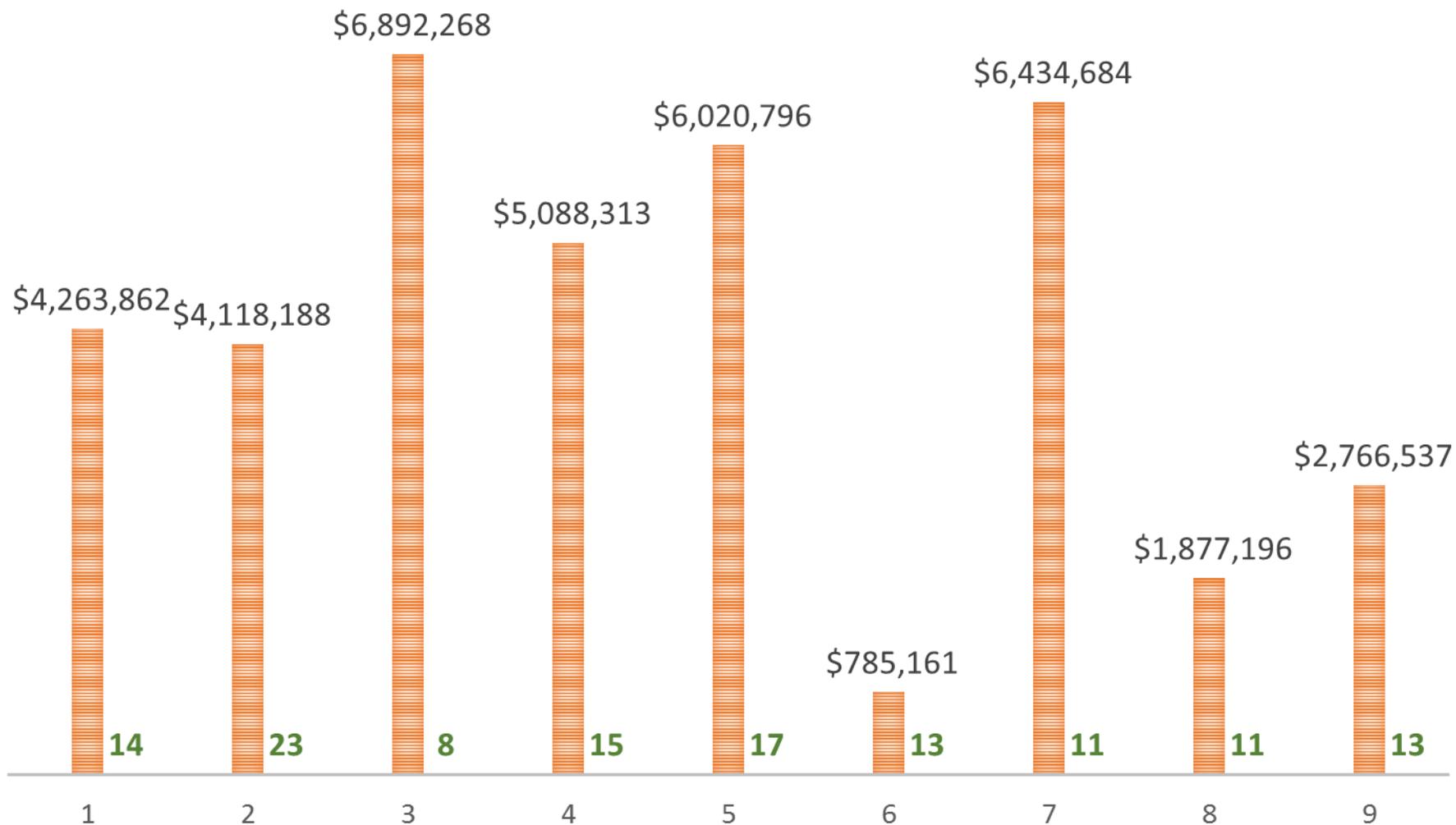
	Cluster Scale-Up	Startup Ecosystem	Workforce Development	Site Development and Infrastructure
GO Virginia Award	\$6,464,902	\$6,616,125	\$21,277,988	\$3,887,990
Committed Match	\$4,200,341	\$11,523,206	\$29,321,767	\$8,743,393

Reflects Grant Awards and Program Activity
Through 9.15.2020

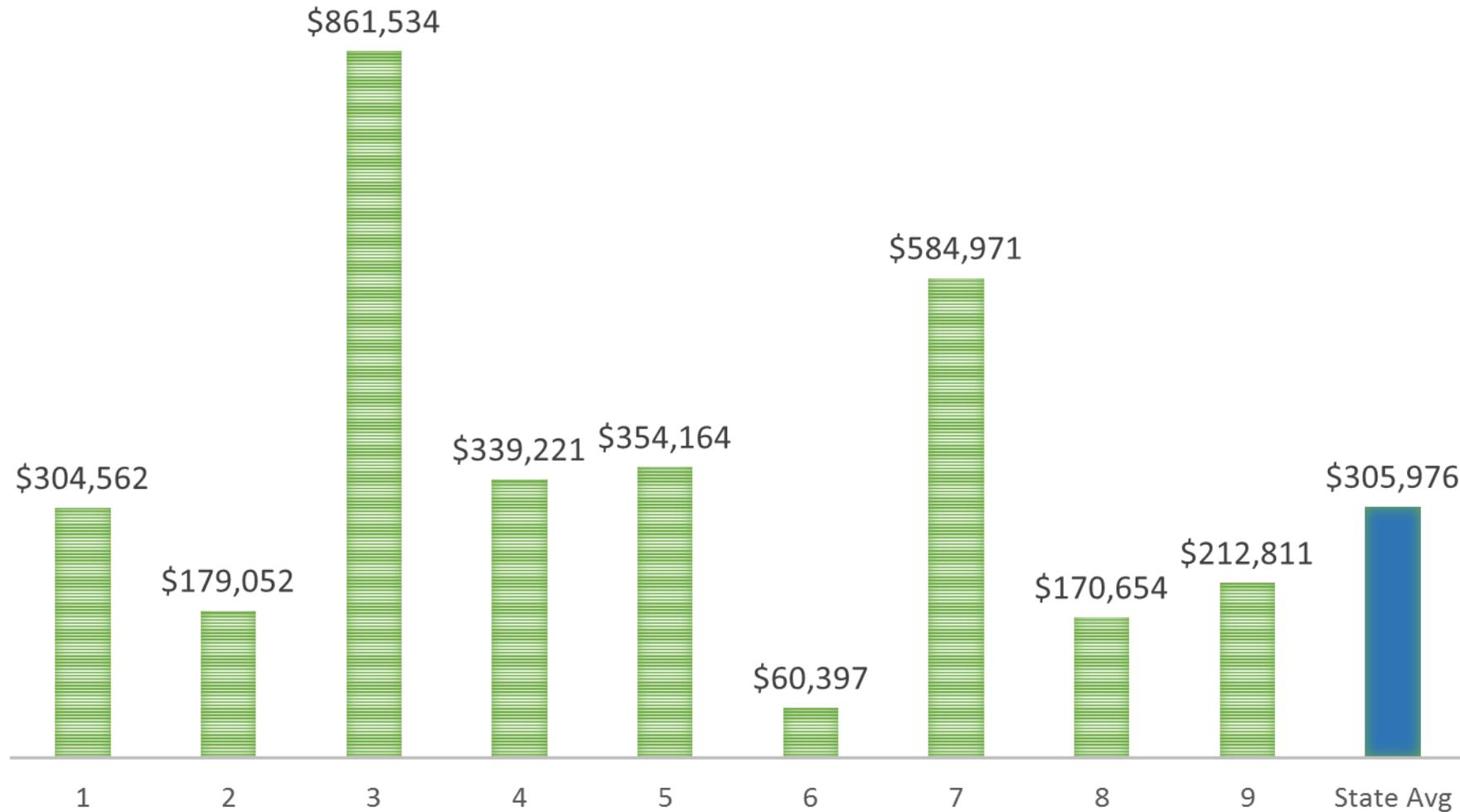
GO VIRGINIA PROGRAM - COMMITTED OUTCOMES FOR PERFORMANCE PERIOD

Jobs Created	15,917
New Internships	1,169
New Apprentices	420
Credentials Awarded	2,159
Businesses Served	3,263
Businesses Created	169
Economic Development Sites/Acres Impacted	45/3923
Total Sites/Acres Characterized for Development	37/1,887
Total Acres Elevated a Tier (VBRSP Framework)	3,144

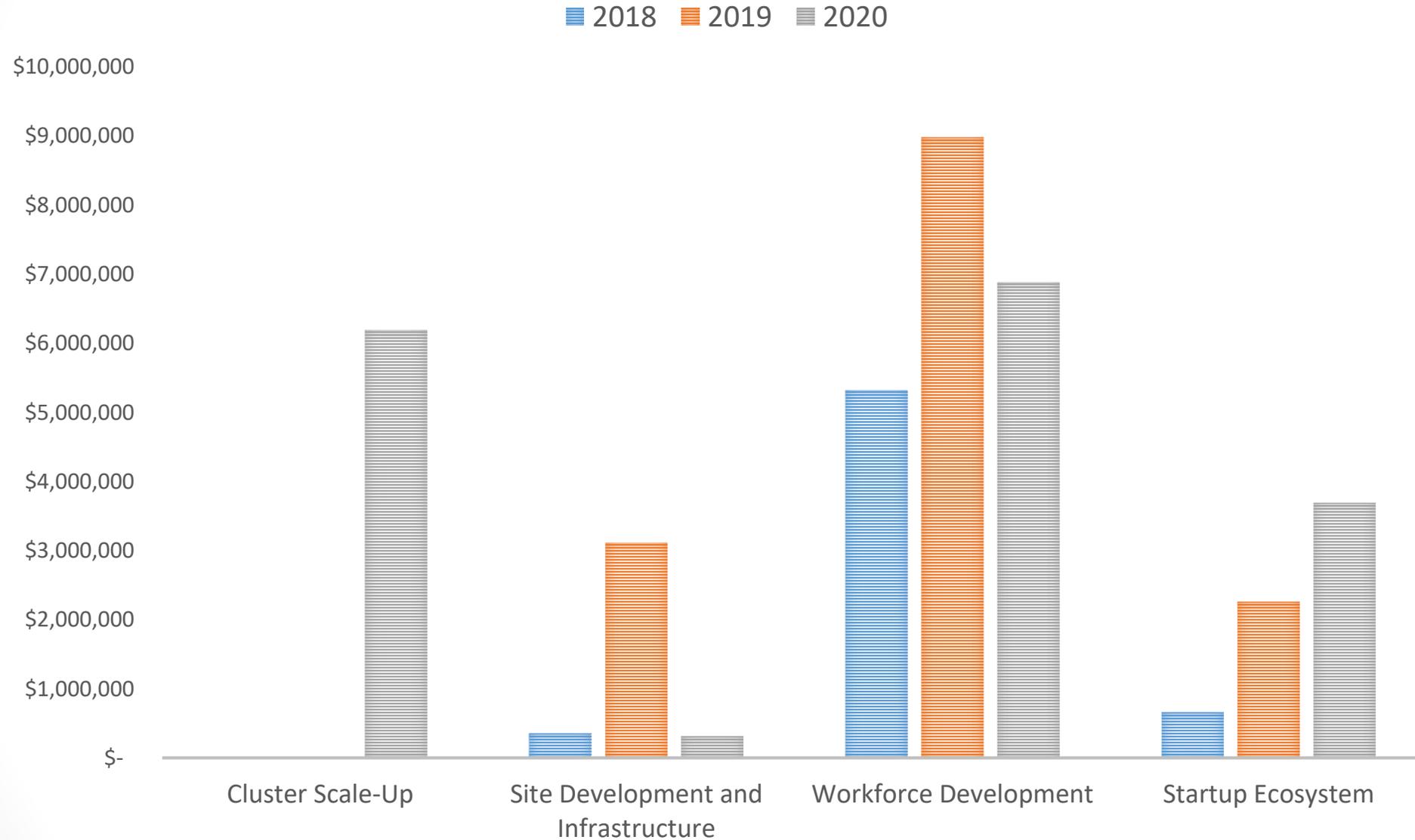
GO VIRGINIA FUNDS AWARDED AND PROJECT COUNT BY REGION



GO VIRGINIA AVERAGE AWARD PER PROJECT BY REGION

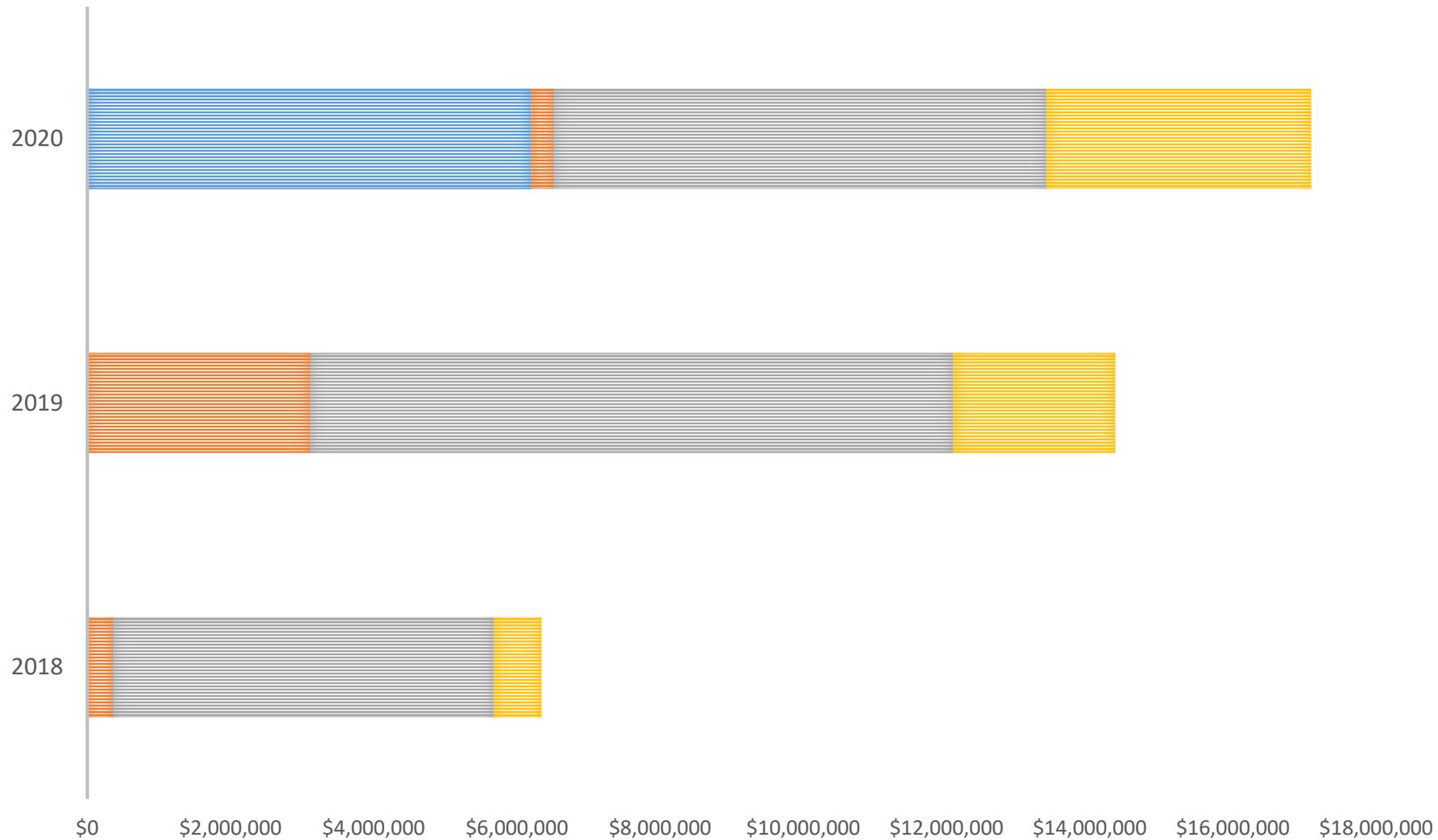


GO VIRGINIA INVESTMENTS TRENDS BY STRATEGY



GO VIRGINIA INVESTMENTS TRENDS & STRATEGY

Cluster Scale-Up Site Development and Infrastructure Workforce Development Startup Ecosystem





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GO VIRGINIA GRANT OVERSIGHT PROCESS REVIEW

- Application Commitments
- Contract Negotiations
- Quarterly Reporting and Fiscal Oversight
- Regional Council/Support Organization Roles
- Project Closeout Procedures

APPLICATION

- All GO Virginia applicants are asked to describe the activities, outputs and or outcomes of their projects
- DHCD provides a standard set of reporting outcomes (based on Board guidance) for each investment strategy
- Review all assumptions around outcomes to determine a fiscal impact to the state as applicable

CONTRACT NEGOTIATIONS

- Three-part contracts – DHCD, Support Organization (Grantee), and Applicant (Subgrantee)
- Applicants are asked to affirm and commit under contract to the activities/outputs/outcomes in their application
- Quarterly milestones are developed
- Council agrees to monitor projects
- DHCD and the Board reserve the right to end funding if project proves to be nonviable

QUARTERLY REPORTING AND FISCAL OVERSIGHT

- DHCD receives regular quarterly reports that are benchmarked against the milestones in the contracts
- All GO Virginia grants are reimbursement-based and require match provided in proportion to the reimbursement request
- DHCD uses a three-step review process for all remittances to ensure compliance and proper documentation
- We regularly monitor expenditure rates against term of contract

REGIONAL COUNCIL/SUPPORT ORGANIZATION ROLES

- Regional Councils and designated Support Organizations are tasked with grant monitoring at the regional level
- Support organizations submit reimbursement requests on behalf of Subgrantees
- Councils use “dashboard reports” and other tools to measure progress and have staff dedicated to outreach to project leads
- Councils are updated regularly on project progress toward goals and expenditure rates

PROJECT CLOSEOUT PROCEDURES

- DHCD uses a two-part project closeout process
 - Fiscal Closeout
 - Performance Closeout
- Results must be certified by the Council Chair or Grantee (Support Organization) and the Subgrantee (the Applicant)
- All records are maintained in DHCD's grant management system



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ADMINISTRATIVELY APPROVED ENHANCED CAPACITY BUILDING PROJECTS

- REGION 3- Middle Mile Expansion for Economic Growth
- REGION 5- Greater Williamsburg Target Industry Sector Analysis
- REGION 7- Creating a Roadmap for Reskilling Displaced Leisure, Hospitality, and Gig Economy Workers for Technology Employment in a Post Covid-19 Economy



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ADMINISTRATIVELY APPROVED ECONOMIC RESILIENCE AND RECOVERY PROGRAM PROJECTS

- REGION 1- Perseverance
- REGION 1- Farmer Pipeline: Maintaining the Supply Chain by Growing Farmers
- REGION 5- 757 Recovery and Resilience Action Framework
- REGION 6- Westmoreland Workforce Training Center Extension
- REGION 6- TeleHealth Needs Assessment
- REGION 7- Pivoting Technology Businesses for the Post COVID-19 Economy
- REGION 8- Reopening SAW (Staunton, Augusta, Waynesboro)
- REGION 8- SBDC Small Business Resiliency Teams (SBRT)



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GO VIRGINIA STATE BOARD REAPPOINTMENTS

- Jim Dyke
- Pia Trigiani
- Dubby Wynne



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2021 MEETING DATES

- **Tuesday, March 16th 2021**
- **Tuesday, June 15th 2021**
- **Thursday, September 14th 2021**
- **Tuesday, December 7th 2021**



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